

Message Text

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ACTION EB-07

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TO SECSTATE WASHDC 6360

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E.O. 11652: N/A

TAGS: EPAP, EAGR, ETRD, UNCTAD

SUBJECT: UNCTAD PALM OIL MARKETING STUDY

1. EMBASSY CONTACT HAS OFFERED TO MAKE AVAILABLE A PRE-LIMINARY COPY OF STUDY TITLE QTE THE MARKET DEVELOPMENT OF PALM OIL PRODUCTS UNQTE, PREPARED BY UNCTAD AT REQUEST OF PRODUCER GOVERNMENT. ALTHOUGH USG WILL EVENTUALLY RECEIVE A COPY LATER IN 1976, EMBASSY, PRIOR TO OBTAINING AND RE-PRODUCING COPY OF 350 PAGE REPORT, WOULD APPRECIATE INDICATION OF WASHINGTON INTEREST. DELEGATES AND OBSERVERS TO FAO OIL-SEEDS CONFERENCE ARE AWARE OF REPORT.

2. IN ADDITION TO TECHNICAL INFORMATION ON PALM OIL AND ITS USES (EDIBLE AND NON-EDIBLE), MAJORE PART OF STUDY DEVOTED (AS DEDUCED FROM TABLE OF CONTENTS, BEING SUBMITTED BY AIRGRAM) TO COUNTRY MARKET ANALYSIS FOR US, JAPAN, EC,FRANCE, WEST GERMANY, NETHERLANDS, UK, INDIA, IRAN, IRAQ, PAKISTAN, POLAND, USSR. ANALYSIS INCLUDES AVAILABILITY, USAGE AND CONSUMPTION TRENDS AND POTENTIAL IN 1980. OTHER AREAS COVERED INCLUDE MARKETING MECHANISMS AND

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DEVELOPMENT PROSPECTS.

3. THE SIGNIFICANCE OF THE STUDY, ACCORDING TO THE EMBASSY CONTACT, RELATES TO THE NEED OF PALM OIL PRODUCERS TO MARKET LARGE AMOUNTS OF PALM OIL IN 1977 WHICH WOULD COMPETE WITH US SOYBEAN OIL. HE NOTES THAT SUCH COMPETITION COULD CAUSE CONSIDERABLE PRICE INSTABILITY, TO THE DAMAGE OF BOTH US SOYBEAN INTERESTS AND PALM OIL PRODUCERS, CONCENTRATED IN THE DEVELOPING COUNTRIES. VOLPE

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